



## Astralux Environmental Solutions (AES) Sales Professional – Power Systems Group

### **Job Description:**

AES is looking for a talented, highly motivated, and experienced Sales Professional for our Power Systems Group (Solar Energy). The candidate will report directly to the Director of Sales and Marketing and be an initial point of contact for incoming leads and client contacts. Duties will include giving sales presentations to potential clients, participation in trade/home shows, preparation of proposals, and consistent follow-up with potential clients. All Sales Professionals as AES are expected to present themselves in a business professional manner at all times – including professional business attire, manner, and correspondence.

Our Sales Professionals are compensated with the highest commission rate in the industry to ensure the integrity and professionalism that AES was founded on.

### **Specific Functions include:**

- 1) Be (or become) very familiar with Solar Electric Energy Systems – including components, basic understanding of function, and all other relevant aspects.
- 2) Be (or become) very familiar about the latest in financial incentives (rebates and tax credits), federal/state/local laws and regulations on solar energy
- 3) Conduct site assessments – which includes taking careful measurements of the roof or surface where the system will be installed
- 4) Collect, analyze, and verify site assessment data and work with the Project Manager to develop a proposal and sales presentation
- 5) Manage and process client feedback to continually improve customer relations
- 6) Consistently strive to develop more efficient and cost-effective sales and marketing techniques

### **Required Qualifications for Position:**

- 1) Excellent written and verbal communication skills
- 2) Exceptional customer service skills
- 3) Possess an excellent phone and e-mail manner (Professionalism is paramount)
- 4) Entrepreneurial-driven, ability to work autonomously on multiple projects
- 5) Experience in the renewable/alternative energy industry or attendance of renewable energy classes (Not absolutely necessary, as we will train the right candidate)
- 6) Strong computer skills - ability to use Microsoft Excel, PowerPoint, and Word effectively
- 7) High enthusiasm about solar energy and desire to educate clients and other interested parties

### **Desired qualifications for position:**

- 1) BA/BS in a related field (Environmental Studies, Engineering, Business, Marketing)
- 2) Several years of professional sales experience – preferably of high end products or services
- 3) Advanced computer skills (AutoCAD, Photoshop, etc.)
- 4) Prior experience in public speaking, group presentations, etc.
- 5) Strong passion in alternative energies and environmental / world energy issues, particularly involving solar energy

Please submit your cover letter and resume to ([info@AESsolarenergy.com](mailto:info@AESsolarenergy.com)) - please do not send via snail mail or phone us regarding this position.

Astralux, established in 1992, is a Boulder, Colorado-based research firm and was originally founded to research and develop opto-electronic materials and devices. Over time the company has expanded to include R&D in a broad range of advanced technologies with the objective of conceiving, growing and launching new businesses to bring best-of-breed innovations to market. The firm's research contracts with the U.S. Air Force, U.S. Department of Energy and others are directly related to advanced solar energy systems development and give Astralux unique and surpassing capabilities in the field. The Power Systems group was developed to commercialize these alternative energy technologies and deliver professionally designed solar energy systems to home and business owners. Located in beautiful Boulder, Colorado - with expansion planned for Southern California, Arizona, Nevada, and Texas in early 2009 and New Jersey, New York, and Pennsylvania in 2010. Astralux is an EOE.